
CITY OF TEMPE
REQUEST FOR COUNCIL ACTION**Council Meeting Date: 9/19/2013**
Agenda Item: 5B24

ACTION: Award a one-year contract with two, two-year renewal options to Motorola Solutions, Inc. for the purchase of Motorola equipment, software, and related repair and maintenance services for the City's municipal and public safety radio and dispatch systems.

FISCAL IMPACT: Total cost of this contract will not exceed \$1,500,000 during the one-year contract period. Sufficient funds are available in cost centers 1993 (General Fund), 6706279 (General Governmental Capital Improvement Projects Fund), and various funds and cost centers as needed for the anticipated expenditures in the current fiscal year.

RECOMMENDATION: Award the contract.

BACKGROUND INFORMATION: (RFP 13-092) The City issued a Request for Proposal (RFP) to establish a contract for the purchase of equipment, parts, services and software on an as needed basis for the City's public safety and non-public safety Motorola radio system. The City of Tempe hosted this requirement as a cooperative procurement enlisting the purchase volumes of a number of local public entities including the City of Phoenix, Maricopa County Community College District, Tempe Union High School District, City of Chandler and City of Mesa. Total combined annual spend of all cooperative entities is estimated at \$12 million.

Evaluation Process

To assist with the evaluation of offers, an evaluation committee was formed consisting of representatives from Information Technology and Procurement along with representation from the City of Mesa and the Tempe Union High School District.

The City issued the RFP using a "brand name only" specification (Motorola) due to the significant presence this firm has within the existing communication infrastructure in the City and its cooperative partners. By combining volumes into one common solicitation, the cooperative members have the potential of greater success in negotiating a more competitive contract.

As anticipated, Motorola Solutions, Inc. was the only firm to submit an offer.

The proposal was scored using the following criteria:

Criteria	Weight
Firm's Experience and Qualifications	8.78
Contract Manager	4.39
Contract Administration and Support	7.02
Customer Service	6.14
Financial, Legal and Other Qualifications	4.39
References	7.02
Acceptance and Compliance of RFP Terms and Conditions.	6.14
Cost	52.61
Overall response to the City RFP.	3.51

Results of Scoring

Results of scoring are as follows:

Firm	Overall Score
Motorola Solutions, Inc.	912.51

A comprehensive pricing schedule has been developed that covers the entire Motorola radio equipment, software, installation, repairs, technical consulting and extended warranty options. A range of discounts from 5% to 30% have been established for the listed items. The pricing secured under this procurement is competitive with other benchmarked contracts and provides a more comprehensive list of available equipment and services as compared to these benchmarked contracts.

The evaluation committee recommends approval of this contract to Motorola Solutions, Inc. The City is finalizing the negotiation of terms and conditions for this agreement and will present that final agreement for Council approval at the October 3, 2013 City Council meeting. Each cooperative member will also be required to sign separate agreements with Motorola Solutions, Inc.

ATTACHMENTS: Motorola RFP Documents

STAFF CONTACT(S): Mark Wittenburg, Information Technology Manager, (480) 350-8237

Department Director: Ken Jones, Finance & Technology Director

Legal review by: Jenae Naumann, Assistant City Attorney

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